New Incentive Bonus Scheme for Development Officers of LIC

70. SHRI DATTA MEGHE: Will the Minister of FINANCE be pleased to state:

(a) the total number of Development Officers in Life Insurance Corporation of India (LIC) throughout the country;

(b) whether the LIC has introduced a New Incentive Bonus Scheme-2004 for these Development Officers;

(c) if so, the salient features thereof;

(d) whether the LIC has representation from the National Federation of Insurance Field Workers of India, against the New Incentive Bonus Scheme-2004; and

(e) if so, the details thereof including the Government's reaction thereto?

THE MINISTER OF STATE IN THE MINISTRY OF FINANCE (SHRI S.S. PALANIMANICKAM): (a) Life Insurance Corporation of India (LIC) has informed that the total number of Development Officers in LIC as on 31.3.2004 is 19,403.

(b) and (c) Yes, Sir. LIC has introduced the new Growth Oriented Incentive Bonus Scheme-2004 to face the rapidly growing competitive environment effectively. The features of the new Scheme, *inter-alia,* include:—

(i) Merger of existing Incentive Bonus Scheme, Scheme for reimbursement of expenses, additional conveyance Allowance Scheme into one Scheme with higher basic rate of incentive bonus.

(ii) Graded system of credit depending on number of years the agents has worked under the Development Officer and allowing 100% credit for growth in performance of agents above 11 years, over and above last year.

(iii) Minimum number of agents and debits for nil/reduced recruitment and termination.